

Message Text

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12

ORIGIN ARA-20

INFO OCT-01 ISO-00 PM-07 INR-10 RSC-01 /039 R

DRAFTED BY ARA/BR:AFWATSON:GMG

APPROVED BY ARA/BR:SLOW

ARA/LA/PLC:COL. WILLIAMS

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R 022014Z NOV 73

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

INFO AMCONSUL SAO PAULO

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STADIS////////////////////////////////////

E.O. 11652: GDS

TAGS: BEXP, BR

SUBJECTBELL HELICOPTER FOR GOVERNOR OF SAO PAULO

REF: SAO PAULO 1996

1. BELL HAS ADVISED DEPARTMENT THAT AS REFTEL STATES IT SOLD TO ANOTHER BUYER THE 212 HELICOPTER IT HAD PREPARED TO SELL TO THE GOVERNOR OF SAO PAULO. THE FIRM HAS NO OTHER MODEL 212 HELICOPTERS AVAILABLE NOW. IT EXPLAINED, HOWEVER, THAT US NAVY RECEIVES TWO OF THE HELICOPTERS PER MONTH AND SUGGESTED THAT IF THE DEPARTMENT WERE SUFFICIENTLY INTERESTED IN THE SALE IT COULD ENDEAVOR TO PERSUADE THE NAVY TO RELINQUISH ONE OF THOSE IT IS SCHEDULED TO RECEIVE. BELL THEN COULD CUSTOMIZE IT AS DESIRED BY THE GOVERNOR AND MAKE IT AVAILABLE TO HIM SOON. BELL ADDED THAT THE PRICE OF SUCH A HELICOPTER WOULD BE GREATER THAN THAT ORIGINALLY QUOTED BECAUSE IT WOULD HAVE TO INCLUDE THE PRICE DIFFERENTIAL FOR THE REPLACEMENT WHICH WILL BE DELIVERED TO THE NAVY AT THE END OF THE CONTRACT PERIOD WHEN COSTS WILL BE HIGHER.

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2. DEPARTMENT'S INCLINATION IS TO AVOID INVOLVEMENT IN

THIS MATTER AND ALLOW THE SAO PAULO GOVERNMENT, BELL AND THE
NAVY TO WORK IT OUT AMONG THEMSELVES UNLESS THE EMBASSY
FEELS STRONGLY THAT WE SHOULD MAKE REPRESENTATION SUGGESTED
BY BELL. PLEASE ADVISE DEPARTMENT OF YOUR VIEWS SO THAT WE
MAY RESPOND TO BELL. KISSINGER

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